



Virtual Training Session on Productivity Enhancement in Life Insurance Distribution – Program ID- CPL27 (On 7th July, 2023)

Life Insurance business is a business of “Solicitation”. It more often than not is a Push product rather than a pull product. The more the number of advisors in the market, the more the sales and hence the Life Insurance business is “the Feet On Street” business. In this context, it is the top priority of Life Insurance companies to have highly productive advisors on street. It is very difficult to recruit a highly productive advisor, but it is possible to recruit a mediocre advisor and make him resourceful and gradually convert him in to high producer.

We believe It is the Job of the Branch Managers/Development Officer / Unit manager to recruit ordinary and make them top performers.

COI has created ‘**Virtual Training (CVT) Rooms**’ to conduct training program in a cost-effective manner for participants to equip themselves at their respective locations.

Program Objectives: The CORE MODULES of this training program:

- The Life Insurance Industry today
- It is your business- the Development Manager- the role as an entrepreneur
- Your Advisor recruitment process-Sourcing, Interview-Recruit & Retain
- The Relationship Building
- Your Team of Advisors-Engage & Manage
- Your Distribution-The productivity Enhancement
- Your team-The performance Review-measurement-Reward
- Time Management for further productivity enhancement.

Participants Profile:

Our program hence is intended for Branch Managers & Development/unit managers and Life Insurance companies and the Sales Managers of other distribution channel of life Insurance companies.

Duration	Date	Time (IST)	Hours
One Day	7 th July 2023	10.00 hrs. - 17.00 hrs.	6 Hours

Course Fees: Rs. 3540/- (Rs.3000/- + 9% CGST + 9% SGST)

How to enroll: [Click here for Registration](#) and for any help/queries please mail to college_insurance@iii.org.in

Certificate of Participation: Online Certificate in PDF format will be issued to all the participants.

Programme Coordinator:

Mr. Krishnamohan Y, (Email id: ykmohan@iii.org.in , Contact no. 022 - 26544202)

For enrolment and technical support call	Mr. Vivek Rane	022-26544297	Ms Vrushali Nagawekar	022-26544266
	Ms. Nilambari Bagde	022-26544234	Ms Jayashri Salian	022-26544324
	Ms. Snehal Vartak	022-26544251	Ms. Sneha Pednekar	022-26544290
			Ms. Mrunal Satam	022-26544216